

WHY PRETTY GIRLS ARE NOT WANTED IN THE BUSINESS WORLD.

THESE YOUNG WOMEN WERE TOO PRETTY TO REMAIN AT THE TELEPHONE CENTRAL.



FROM PHOTOGRAPHS TAKEN FOR THE JOURNAL.

THE homely girl is at last getting her innings. The pretty girl is far ahead, and her plain-faced rival is getting a distinct advantage.

Time was that if the shrinking applicant for a "place" was fair of face and graceful of figure, that fact was greatly in her favor. Now it is an obstacle to be overcome. It constitutes an objection that must be met if possible, and it is not always possible. Classic features and peachy cheeks have fallen below par in the business world. Commercially speaking, beauty has been discounted.

N. C. Watts, the manager of the Staunton Mutual Telephone Company, has been accused of a lack of the gallantry characteristic of Virginia gentlemen. Down in the Old Dominion, at least, the lords of creation are presumed to be still on the side of beauty in the war of beauty against brains. Liquid eyes and cupid-bow lips are believed to set their manly hearts a-flutter on sight. If this be true, N. C. Watts is a startling exception, or perhaps he is beauty proof only during business hours.

The manager of the Staunton Mutual Telephone Company is essentially a business man. He is also of a reflective turn. The result of one of his recent reveries was that he inserted an advertisement in New York papers. "Help wanted in the Central Telephone Office at Staunton," it read, and it might not have been any more startling than any other "old" advertisement, had it not been for that final clause:

None but homely girls need apply.

Answers to that advertisement have been very few, and they were made by mature persons who could scarcely, by stretching courtesy to the utmost point of elasticity, be called girls. Mr. Watts has given the Journal the reason for his unique want.

"The girl who is likely to remain long-

est in the business she has adopted is," reasoned Mr. Watts. "The pretty girl is apt to be drawn off into matrimony. The homely girl is not. Therefore the homely girl is the more desirable employee." Now, Mr. Watts is immensely interested in the welfare of the Staunton telephone enterprise. Accordingly he dispatched the advertisement, with the discouraging results mentioned.

No woman is quite convinced that she is not a pleasing object for ocular contemplation. Some one at some time has told her she was pleasing to his eyes, and she fondly remembers this. It is surprising that Mr. Watts has received any answers to his advertisement. The writers of those replies doubtless experienced a struggle between business judgment and sentiment, and the colder motive triumphed.

But the Virginia man was not the pioneer in his espousal of the cause of the homely girl versus the pretty girl in the world of business. Slowly but surely New York business men have enlisted under the same banner.

The pretty girl is still queen of the realm of cigar stands. There her reign is likely to remain undisputed for many a day to come. Carmen and her fair cousin form a strong combination, with the dark, dark weed, a combination it will be hard to break. In the hotels lustreous eyes and fluff hair are still believed to lend an otherwise unobtainable radiance to big hotels, although a few hostesses there who state that as a plain business proposition the homely girl is a time economist. The chaplains are less prone to hang over her desk and so interfere with her nominal duties, the task of reception committee and entertainer being not indispensable, say the impassive benefactors of this heterodox belief.

N. W. Bethell, manager of the New York Telephone Company, does not know whether the young women in his employ are pretty or not. He knows there are 600 of them, and that they are all intelligent. He insists upon that qualification. He regards the question, "Do you consider a woman's beauty or lack of it when employing her?" as a reflection upon a business man's

intelligence.

"It is a question of the young woman's fitness for the position, nothing more," says Mr. Bethell. "The question of beauty does not enter into it. At any rate, the telephone girl is invisible to patrons of the system. What difference can it make whether she is pretty or not? Besides, who shall constitute himself the judge of beauty? What is plainness to one man is beauty to another. The young women in our offices are healthy. They must be that or they cannot endure the strain of their work. That, however, is the only physical qualification we require."

Guided by General Barney, the assistant manager, the Sunday Journal reporter made the rounds of one of the central offices. There were 120 young women seated before the switchboards. There was one girl with Cleo de Merode features and eyes among them. There was a blonde whose beauty might have been the inspiration of a fading poet. There were a few who would be absolutely safe from indictment if beauty were a high crime. Most of them were of average gifts as to good looks. If health and beauty are synonyms, they were all beautiful, for Mr. Bethell's injunction had been obeyed by those who employed the young women operators. "Health and intelligence" are the twin requirements in the New York Telephone Company.

"Beauty is a drawback. If a girl who applies for a position behind our counters is pretty we hesitate about employing her, and if a plain girl makes an application for the same place we give her the preference," said the proprietor of one of the finest dry goods establishments on Broadway. "Why? Because our plan is somewhat unique. We do not want the saleswomen to detract from the attractiveness of the stock. We are careful not to lay any emphasis upon fixtures in the store, although the contrary is the custom of most merchants. We are here to sell the goods, and so we aim to show the goods and avoid any counter-attractions, even if it be a pretty girl. Of course, the excessively homely girl, whose homeliness amounts to a deformity we cannot employ for the same reason. It is on the same principle as that glasses attract attention to a face, making

it conspicuous, when it would not be otherwise. We want no pretty girls as spectacles for our goods, which must stand on their own merits.

"That Virginia man is wrong, though, about homely girls not having equal chances with the pretty ones for marriage. Hundreds of our girls have married and left us, and the pretty girls were not in excess in this list. It is a question of the attractiveness of the inner life or personality. I wonder if that man ever heard of affinity? There is an affinity for every homely girl as well as every pretty one if she will but 'go forth and find,' as the song has it."

"Pretty girls don't bring trade," said E. A. Lawson, manager for Siegel & Cooper.

Mr. Lawson employs all the young women in the big store, and there are 1,000 of them.

"A pretty girl may be the cause of a chapple hanging about an hour or so and keeping her from her work, but he doesn't buy much. On that score beauty is a positive detriment to a shop girl. I always notice whether she is neat and quick-witted. That is all that is necessary. If she is remarkably pretty I don't want her. Such a girl is apt to rely upon her mere prettiness and to keep her energies in abeyance. As for her chances for marriage I never consider that probability. Of course, young women have a habit of marrying and the homely girl has really a better chance than the pretty one, that is if she is sensible. The pretty girl with a shallow pate is the one whom a man may choose to promenade with, but he marries the homely one with mental ballast for the reason that she is apt to have rather more common sense. I suppose the homely girl's chance of success is really greater than the very pretty girl's in the business world."

J. H. Huyler, who has made a fortune from the toothsome confections that bear his name, never considers whether a girl be pretty when he employs her. Yankee "smartness" and neatness are the desiderata.

It seems that the commercial edict has gone forth. The homely girl has won.

BUT THESE YOUNG WOMEN ARE LIKELY TO STAY AS LONG AS THEY ARE WANTED.



FROM PHOTOGRAPHS TAKEN FOR THE JOURNAL.

TIGHT SLEEVES ON NIGHTIES MONKEYS AND THE TARIFF.

This Is the Latest Thing in Lingerie, and Comes Direct from Paris.

Direct from Paris comes the night gown with small, close-fitting sleeves. And the majority of women will say let it go directly back there. But it is here, both in silk and sheer nainsook and is receiving the same amount of attention always rendered to all imported novelties. It is pretty to look upon, but somewhat uncomfortable to wear. Its popularity is therefore most doubtful. A woman may for fashion's sake wear a tight-fitting dress sleeve, but when it comes to her night gown she wishes to be thoroughly comfortable, and it is the full, loose sleeve that is then in favor.

But there is no denying that the French night dress with the small fashionable sleeve is a decided thing of beauty. The one shown in the illustration which Lord & Taylor have just imported is almost fit for a tea gown, so exquisitely is it trimmed. In fact, one which is an exact imitation of it, only in pale heliotrope silk, is sold for this very purpose. But the night gown is of the sheerest nainsook and is all in white, even to the bows and loops of ribbon. The sleeve is its special feature. It appears much longer than the ordinary night dress sleeve and from the shoulder to near the wrist it is crossed with bands of real Valenciennes lace. This manner of trimming shows the arm through very prettily. At the wrist there is a deep fall of lace caught up in jabot fashion, with a careless bow of white ribbon. There are square shaped revers made just like the sleeves with bands of the lace insertion, and they are given a graceful touch by a fall of the lace, which is sewed on like a jabot. The collar is made of a double up-standing ruffle of the lace and at the throat white ribbons are tied in a bow. To own this dainty bit of lingerie one must pay a price which will make the purchaser quickly appreciate that it is an imported novelty.

Among the night gowns which have the generous old-fashioned sleeves, there is one design which is particularly pretty. The gown is made of a fine quality of cambric and is trimmed with English embroidery, which is so much the fashion just now. It has a deep collar, edged with the embroidery, which, by a series of ribbons, is so arranged that the night gown may be made high or low in the neck, according to whether the ribbons are tied or not.

The night gown which has the ruffled sleeve is also one of the dainty novelties of the season. The night gown is of nainsook and the ruffles are of the same material, each one edged with a tiny frill of lace. The whole sleeve is ruffled, and it is so effective that every one but the laundress is enthusiastic over its beauty.

The silk petticoats which are now displayed for winter wear are more gorgeous than ever before. Invariably they have a deep accordion plaited ruffle. For street wear many of them are made of grey plaid silks, and they also come in the Roman striped silks.

Sometimes the accordion plaited ruffles reach from the knee and then again it is much shorter. A number of the skirts have a deep pliable whalebone hidden away around the bottom of the skirts. The silk skirts to wear with evening gowns are wonderfully beautiful. Many of them are made of broadened satin and are trimmed with a deep cascade of accordion plaited mousseline-de-soie. This rounce is frequently beaded with three tiny ruffles of real lace.

A NUMBER of monkeys have recently been seen running at large in the marshes along the Delaware and Schuylkill rivers, in the vicinity of Girard Point and Point Breeze, with the result that not only has the novel circumstance greatly excited the residents of the neighborhood, many of the younger ones having taken to monkey hunting, but the special Treasury agents have started an investigation to discover the causes of the unusual presence of the simians.

The new Dingley Tariff law imposes a duty of 20 per cent on all such animals, and the Treasury officials are of the opinion that the monkeys escaped from small boats as they were being landed surreptitiously at night.

During the past month a number of vessels have arrived at both Girard Point and Point Breeze from the Philippine Islands and Java, bringing not only monkeys and deer, but large collections of parrots and other rare birds. In every case the masters of the vessels were notified on their arrival that both the monkeys and birds were dutiable, and that permits from the Customs House would be necessary before they could be brought ashore.

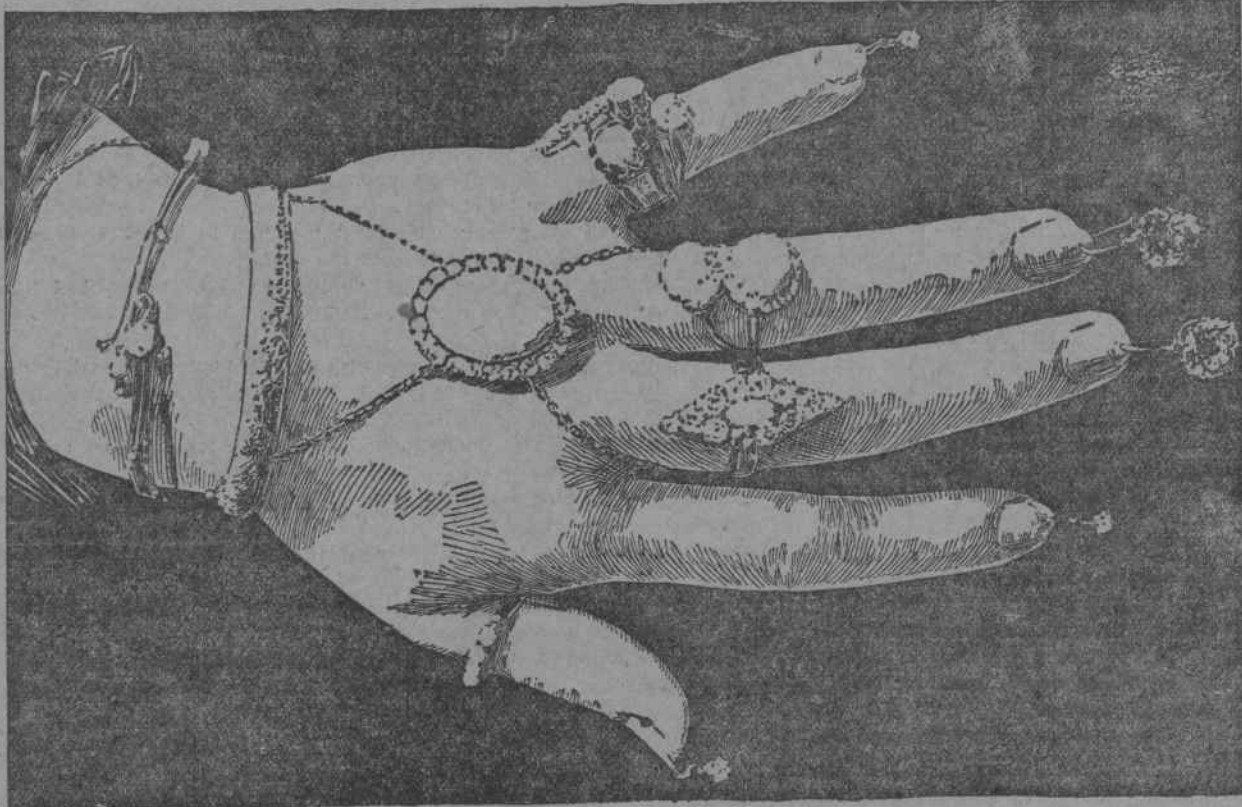
Several of the monkeys have been seen during the present week. They were hiding in the marshes opposite Girard Point and appeared to be weak from hunger and exposure during the recent rains. Chief Officer Rogers, of the British steamship Whitehead, which is loading at Girard Point, caught a large one, which had evidently come from Java, and proposed taking it with him as a pet.

The customs officials have recently seized several lots of these animals which were being smuggled into the country, and they are determined, if possible, to find out how the foreign wanderers get into the Philadelphia marshes.



One of the New Night-Dresses with Its Tight Sleeves.

MOST BEJEWELED HAND IN NEW YORK.



A Hand That Is a Fortune in Itself.

THE most bejeweled hand in New York, or perhaps anywhere, belongs to Mile. Titania, the dancer. Not only is this lady's fingers, thumbs, wrists and backs of her hands adorned with precious gems, but even her finger nails are bedecked with diamonds. During her theatrical advertisement, the effect produced by the glittering decorations is nearly barbed.

"I anticipate being severely ridiculed for my rather peculiar method of ornamenting my finger nails," said Mile. Titania yesterday, but nevertheless "I am quite sure that the example I have set will be quite generally copied. Isn't it just as proper to wear ornaments in the finger nails as it is to wear them in the ears? The stones do not inconvenience me in the least, and I can remove them quite as easily as earrings."

"No, the idea is not altogether an original one. It was suggested to me by a passage in Herodotus, wherein it is mentioned that the Babylonians wore various trinkets suspended from their finger nails."

Mile. Titania's finger nails are quite long, and almost taper to a point. About one-eighth of an inch from the end of them a small hole, about the size of a pin's head, is bored, and through this a gold wire is passed. To this wire the diamond is attached. Of course new holes have to be inserted every month or so with the growth of the nail. The gems in the second and third finger nails weigh five carats each, and the ones on the other two and on the thumb weigh three-quarters of a carat each.

There's No Other Hand Like This in New York.



The New Veil and Scarf for the Neck All in One Piece.

ORIGIN OF THE CARDIFF GIANT.

THE recent discovery of a petrified giant of huge proportions in the neighborhood of New Haven, Conn., recalls the first alleged product which was manufactured in California during the early days by a newspaper man, bearing the name of Chester Hull who not only designed the gentleman, but afterward discovered the so-called fossil himself and sold it to P. T. Barnum, who exhibited it around the country as the Cardiff giant.

Hull, who had a liking for clay modelling, conceived the idea of constructing a colossal man of cement and burying it in a damp spot on a heavily wooded hillside, where, after three years of interment, it would become mouldy and assume evidence of great age. When the time arrived for exhuming the fake Hull, accompanied by his brother, who was also something of a humorist, took out a picnic party, and as though by accident spread their lunch baskets on the very spot where the cement man was moulding himself into artificial age. Hull insisted on resting some potatoes, brought along for the occasion, and proceeded to dig a hole wherein to build a fire. While digging he came upon what proved to be the foot of his precious plant.

He then got an old broken down geologist and an anatomist to swear that the fossil was genuine and notified Barnum at once. When the old showman saw the so-called petrification he looked at Hull laughingly and said: "My boy, I know it's a fake, but what's it worth to you?"

The builder modestly asked \$10,000, and got it, and, turning over the sworn statement of the geologist that it was stone, and that of the anatomist that it was once alive, delivered the creation to its purchaser, who took it on the road and made ten times the money he had invested.

These new empire scarf veils bid fair to be exceedingly popular with women who can afford to pay from \$3 to \$4 for their veils. They are neck scarfs and veil combined, and make a charming finish to any costume. They will be especially in demand now while the neck scarf is at the height of its glory. These veils look equally as well with a toque or big Gainsborough hat.

The fancy veils will be much worn this season. Some of the novelties have the borders formed of narrow rows of ribbon velvet, which is just as apt to be in a striking color as black. For example, one of the new veils is made of net in a rather coarse mesh. At the bottom it is run with three narrow rows of velvet in three varying shades of violet.

There are very pretty brown chiffon veils edged with three to four rows of ribbon velvet the same color. The veils which have a cream lace applique border are also in fashion. A few of these veils have been seen with the lace design picked out in fine jets. Other expensive veils, all in black, have a lace border wrought with jets.

SCARF AND VEIL IN ONE.

It's Called the "Empire Scarf Veil" and Is the Most Fashionable.

To a mere man the tying of a veil seems a very unimportant matter. But to the girl who wears one it is considered one of the most interesting questions of the hour. It is she who appreciates that if her veil is not tied in the latest fashion it may completely spoil the general effect of her otherwise correct costume.

There is an entirely new way of tying the veil this fall; in fact, there is an entirely new veil. The fashion of fastening the veil to the hat and then letting it float off in the breeze is now a thing of the past as far as fashionable women are concerned.

The new veil is called the empire scarf veil, and it is from two and a half to three yards long. It is drawn rather closely over the face, crossed in the back and then tied in a big bow under the chin or at the left side.

The scarf veil is made of fine black net and the part which comes directly over the face is sprinkled with black chenille dots. The whole scarf is finished with a lace border and the ends are ornamented in various ways. One of the new veils has both ends of the scarf applied with a floral lace design. Another shows the ends trimmed with rows of narrow black velvet ribbon and finished with a ruffle of black accordion plaited chiffon.

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For bicycling and windy days the fine sewing silk veil is still in demand. There is nothing to equal it as a face protection. Whatever veil is worn this season, it must be drawn much more closely over the face than during the Summer.